

MANAGING DIRECTOR or VICE PRESIDENT, DEVELOPMENT

LOCATION: FLEXIBLE

SALARY: MD \$115,000-135,000
VP \$135,000-170,000



THE ROLE IN A SENTENCE

Reporting to the Chief Executive Officer, the Managing Director or Vice President, Development will set the vision, strategy, and execution for building a diverse revenue portfolio for Latinos for Education. *Title and salary will be commensurate with experience.*

ROLE OVERVIEW

DEVELOPMENT STRATEGY AND RELATIONSHIP MANAGEMENT 60%

- Set the vision, strategy, and implementation of an ambitious multi-year growth plan for Latino for Education's revenue through philanthropy and earned revenue
- Design and implement the annual funding program, including identification, cultivation, and solicitation of a diverse portfolio of corporate, foundation, and individual major donors to raise a progressively larger operating budget
- Manage a diverse portfolio of philanthropic relationships for the organization
- Support Executive Directors in Massachusetts and Houston and the CEO to drive donor identification, cultivation, solicitation, and stewardship in their portfolios
- Design and implement fundraising events that elevate the organization's mission and programming

DEVELOPMENT SYSTEMS AND OPERATIONS 30%

- Oversee development operations (leveraging Salesforce) that drives efficiency, forecasting/reporting, and high-quality data
- Oversee proposal and report writing and all other donor communications for the organization
- Work with senior leadership and marketing team to create funding collateral (annual report, funding decks, etc.)

GENERAL MANAGEMENT 10%

- Establish and maintain financial controls related to development
- Participate in team meetings and collaborate with teammates vertically and horizontally on special projects
- Help build organizational culture and embody Latinos for Education core values

Interested in joining our team?

[APPLY HERE](#)

OUR ORGANIZATION

Mission: Develop, place and connect essential Latino leadership in the education sector.

Core Values:

- Lead From Our Identity
- Work Con Ganas
- Agitate When Necessary
- Bridge Across Cultures
- Rise As A Collective

Fast Facts:

- Founded in Boston in 2016; national organization
- Organization budget of \$4M
- Benefits: 401k match, flexible PTO, health/dental/vision/life insurance, FSA, competitive compensation

OUR PERSON

Required:

- 12+ years of professional experience; With at least 7 years of fundraising experience
- Knowledge of the national education funding ecosystem

Preferred:

- 5+ years fundraising for education nonprofits
- Relationships with national education funders
- Experience with Salesforce for relationship management

